

ACQUISITION TEAM HONORED FOR HAMMERING OUT REFORM

Debra Valine



REDSTONE ARSENAL, Ala. (Army News Service, Dec. 5, 1997) — It's a first for Aviation and Missile Command. AMCOM's Acquisition Center, Missile Logistics Procurement Directorate, received the Hammer Award Nov. 24 for efforts to streamline operations and cut costs. Gen. Johnnie Wilson, Commander of Army Materiel Command, on behalf of Vice President Al Gore, presented the award.

Dianne Landtroop, Director of Missile Logistics Procurement Directorate, Acquisition Center, accepted the award on behalf of the 120 employees on the team. Thirteen branch chiefs also received certificates.

The Hammer Award acknowledges significant contributions in support of the President's National Performance Review. This is a special recognition to government teams who have emphasized customer support, cut red tape, and substantially improved their work processes.

"You all are helping to create a government that works better and costs less," Gore said in a videotaped statement. "You cut lead time by 45 percent, which translates to a cost cut to taxpayers of \$500 million. You worked with the Navy and Air Force and other agencies to find out how they reduced costs. Across the board, you have done a great job to reduce the amount of time and money. In redesigning the process, you identified soldiers as your customers. But taxpayers benefit from the reduced cost to do business. The Hammer Award is a token of our appreciation."

Wilson said he could not think of a better place for leading the way in acquisition reform than AMCOM.

"Missile Logistics Directorate's receipt of this prestigious award is no small feat," Wilson said. "Acquisition reform is a priority. Your efforts here in putting customers first sets an example for all of America to emulate. This sets a standard for the 21st Century. You streamlined business and improved efficiency. You have the right to be proud."

Maj. Gen. Emmitt Gibson, Commander of AMCOM and Redstone Arsenal, told the crowd at the auditorium the award honored the contributions of so many people in the Missile Logistics Directorate.

"This award is the most prestigious award that can be given to a government agency," Gibson said. "I think it is fitting that this AMCOM agency is getting this award today. I am

very proud of this command."

Landtroop explained how her agency won the award. "We completely reengineered and redesigned our contracting process aimed at reducing the amount of time and effort it takes to obtain contractual coverage for missile spares," Landtroop said. "Private industry has been concerned for a long time about the dollars that they have invested in inventory because that is a drain on their resources. Department of the Army became concerned about the amount of inventory investment that the Army had to support its weapons systems. The length of time it takes to buy an item plays a big part in how much of that item you have on the shelves.

"If you can reduce that time, then you can reduce the amount of money the taxpayers have to invest. We accepted the challenge three years ago. We visited Air Force, Navy, and other Army agencies such as the Defense Logistics Agency. We looked for the best, most effective process, brought those items back here, changed them somewhat, and adapted them to fit the commodity that we buy," Landtroop said.

"One of the real cornerstones, we believe, is the culture change that we have had," she continued. "We now work very closely with the contractor community to develop new initiatives and to improve the way we do business. Three of those contractors are here today to share in this moment with us: Raytheon Company, Boeing, and Northrop Grumman.

"Over the past two years, we have had integrated processes themselves with each of those three companies," Landtroop said. "We have been able to reduce the administrative lead time by more than 50 percent, and there has been a reduction in the inventory investment by approximately \$500 million. We are real proud of ourselves; we have worked hard. Change is always hard, even good change. This group of people has not only accepted this change, they have absolutely made it work to the benefit of the Army."

Editor's Note: Valine is a writer assigned to the Public Affairs Office, Redstone Arsenal, Ala. This information is in the public domain and may be accessed at <http://www.dtic.dla.mil/armylink/news> on the World Wide Web.